

Message Text

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PAGE 01 ISTANB 01215 030908Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 (ISO) W

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R 030938Z MAY 74

FM AMCONSUL ISTANBUL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5134

AMEMBASSY ANKARA

UNCLAS ISTANBUL 1215

E.O. 11652: N/A

TAGS: BEXP, TU

SUBJECT: FOREIGN GOVERNMENT TENDER

REF: A. STATE 84753; B. ISTANBUL 574; C. ISTANBUL 1214

1. WE ADVISED THAT TENDER FOR MAIN ENGINES FOR FIRST TWO OF SOME 20 CARGO SHIPS TO BE BUILT BY TURKISH GOVERNMENT SHIPYARDS HAS NOW BEEN ISSUED. ESTIMATED MINIMUM VALUE FOR THESE TWO ORDERS IS \$2 MILLION. OFFERS DUE BY JUNE 10, 74. SUMMARY OF TENDER AND DETAILS ON HOW TO OBTAIN TRANSLATIONS SENT BY SEPTTEL AS TRADE OPPORTUNITY (REF C).

2. SOURCE OF INFO CONTAINED REF B IS MR. EREN KEMAHLI, OWNER OF ANADOLU MADENCILIK SANAYII VE TICARET LTD. SIRKETI, ILKBELEDIYE CADDESİ, ARKADAS IS HANI NO.8, SISANE, ISTANBUL, WHO INTERESTED IN ACTING AS AGENT FOR US FIRM ON THIS TENDER. MR. KEMAHLI TOLD CONGEN OFF HE WROTE TO THREE FIRMS CITED REF A BUT RECEIVED REPLY ONLY FROM NORDBERG WHICH NOTED THEY NO LONGER IN MARINE ENGINE BUSINESS.

3. ACTION REQUESTED: IN VIEW KEMAHLI'S COOPERATION WITH CONGEN ON THIS AND OTHER MATTERS, USDOC REQUESTED CONTACT FIRST TWO FIRMS LISTED REF A AND ASK THEM TO AT LEAST REPLY TO LOCAL FIRM'S INQUIRIES

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WHETHER EITHER FIRM CHOOSES DEAL THROUGH KEMAHLI OR DIRECTLY WITH GOVERNMENT SHIPYARD (OR NOT AT ALL) IS OF COURSE THEIR CHOICE BUT USDOC CAN POINT OUT THAT TO BEST OUR KNOWLEDGE LOCAL FIRM IS
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REPUTABLE PRIVATE SHIPBUILDER WITH GOOD CONTACTS IN BOTH PRIVATE AND

GOVERNMENT CIRCLES. WOULD APPRECIATE USDOC REPORT TO ENABLE US
RESPOND TO LOCAL FIRM.
MACE

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